

**Tree of the Month**



**Aesculus x carnea 'Briotii'**

"Briotii" has at least two things going for it. One—it is a very tough tree, tolerant to heat, drought and urban stress, and more resistant than other Aesculus to leaf tatter, leaf scorch, sun scald and powdery mildew. It has no particular insect problems. Two—it displays glorious red 6" to 10" flowers against dark, dark green foliage in late spring and early summer.

Add the fact that this tree appears on a great many municipality preferred tree lists and you have a winner.

There is one small problem for growers. Aesculus tend to set a flower bud on the terminal. These should be removed and a vegetative bud trained as the new central leader.

**Robinson Nursery Notes**



**Shipping**

February is here already. Digging is completed. Our product is graded, bundled counted and stored. The crew is preparing for the most stressful time of our year: shipping.

What is so hard about shipping you may ask: you put trees on a truck, give the driver directions and sit back and wait for the money to roll in.

It's not quite so easy. Let's look at the numbers: hundreds of customers; over 170 varieties of trees and shrubs; dozens of grades; several hundred thousand trees; often several orders per truck; all to be moved in three months.

Let's add the vagaries of

the trucking industry: late trucks; lost trucks; broke down trucks; grumpy, sleep-deprived drivers.

Let's add late cancellations and late additions. (We welcome late additions).

On top of this lets add: our commitment to ship the correct number, variety and grade of tree to our customer; our commitment to use every square inch of expensive truck space; our commitment to handle our product with care; our commitment to deliver to our customers exactly what they want, in prime condition, in a timely manner.

Arranging trucking and coordinating orders is a

difficult task. To help us and to minimize the expense to you, we urge you to take your trees as early as possible. Trucks will become hard to find and more expensive in the spring. If you arrange your own trucking, be sure that rates quoted you include any surcharges.

Robinson Nursery is fortunate to be blessed with employees who care, who hate to make mistakes. Year after year they respond to the challenge with enthusiasm and vigor, maintaining perspective and the flexibility to cope with the unexpected. And if we do make a mistake, be assured that we will make it right.

**Staff Introductions**

**Mark Miller**



Mark came to the nursery in 1995 with a degree in business. He had studied music, but decided that working paid better. His first job was inventory, but soon took over the chemical program. His efforts have brought us to practice a more earth friendly disease and insect control. In 1998 he and

Ernesto Servin took over the shipping program. Together they have done an excellent job. During his time here, Mark has become fluent in Spanish.

Mark has just returned from his honeymoon in Hawaii with his new bride. His off hours are spent working on his home and playing music.